

INFORMA ECONOMICS, INC.

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GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

Effective April 01, 2008

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.GSAAdvantage.gov>.

Schedule for – Management, Organizational and Business Improvement Services (MOBIS)

Federal Supply Group: 874 Class: 8499

Contract Number: GS-I0F-0320N

**For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.fss.gsa.gov>**

Contract Period: April 02, 2008 through April 01, 2013

Contractor: Informa Economics, Inc.
775 Ridge Lake Blvd., 4th Floor
Memphis, TN 38120

Business Size:
Large Business

Contract Administration: Mark Jekanowski
E-mail: mark.jekanowski@informaecon.com
Telephone: (703) 734-8787 ext 616
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Contract Negotiators: Bruce A. Scherr, Chairman and CEO; Thomas P. Scott, President and COO
E-mail: bruce.scherr@informaecon.com; tom.scott@informaecon.com
Telephone: (901) 766-4511 (Scherr); (901) 766-4586 (Scott)
Fax: (901) 766-4471 (Scherr); (901) 766-8158 (Scott)

CUSTOMER INFORMATION:

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-1 Consulting Services
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.** This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer should show the range of the lowest price and cite the areas to which the prices apply. N/A
- 1c. **If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided.** If hourly rates are not applicable, indicate "Not applicable" for this item.
2. **Maximum order:** \$1,000,000.00
3. **Minimum order:** \$300.00
4. **Geographic Coverage (delivery area):** Domestic and Overseas
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See "*Government Awarded Prices*" below.
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept over \$2,500
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11 b. **Expedited Delivery.** The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. **Overnight and 2-day delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. **Urgent Requirements.** The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery: Contact Contractor
12. **F.O.B points(s):** Destination
- 13a. **Ordering address(es):** Same as company address
- 13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (www.fss.gsa.gov/schedules).
14. **Payment address(es):**
Checks – P.O. Box 33282 Hartford, CT 06150-3282, Attention: Hilda Irizarry
Wire – Account Number: 9429362398; Transit Number: 026009593; Bank: Bank of America
ACH – Account Number: 9429362398; Transit Number: 021000322; Bank: Bank of America

15. **Warranty provision:** Contractor's standard commercial warranty
16. **Export packing charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g., contractor's website or other location). The EIT standards can be found at:** www.Section508.gov/.
25. **Data Universal Numbering System (DUNS) number:** 08-6021839
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

Contractor will accept LH and FFP

Government Awarded Prices (Net Prices)

LABOR CATEGORY NAME	<u>Year 6</u>	<u>Year 7</u>	<u>Year 8</u>	<u>Year 9</u>	<u>Year 10</u>
SIN Number: 874-1	4/2/08-4/1/09	4/2/09-4/1/10	4/2/10-4/1/11	4/2/11-4/1/12	4/2/12-4/1/13
President	\$247.37	\$256.02	\$264.98	\$274.26	\$283.86
Executive Vice President	\$247.37	\$256.02	\$264.98	\$274.26	\$283.86
Senior Vice President	\$247.37	\$256.02	\$264.98	\$274.26	\$283.86
Vice President	\$200.79	\$207.82	\$215.09	\$222.62	\$230.41
Sr. Consultant/Sr. Analyst	\$135.59	\$140.33	\$145.24	\$150.33	\$155.59
Consultant/Analyst	\$104.54	\$108.19	\$111.98	\$115.90	\$119.96

Section III/Pricing
Revised Attachment 5

Descriptions of Labor Categories Offered

Category: Chief Executive Officer and President

Informa's current management structure includes the office of the Chairman within which the Chief Executive Officer (CEO) and President share management responsibilities. The Office of the Chairman has overall responsibility for project coordination and resource allocation issues. The Office of the Chairman directs the overall configuration of the projects and reviews final results. For projects dealing in major strategic issues, a member of the Office of the Chairman often serves as the primary contact with the client and oversees major strategic decisions. The members of the Office of the Chairman must be well known at the executive level of agribusinesses and upper levels of government, and are required to maintain a rapport within industry circles. They must have the ability to address industry groups on a variety of issues and demonstrate deep understanding of the agribusiness sector. Minimum education requirement is a master's level in business or economics, and the position requires at least 20 years of industry experience.

Category: Executive Vice President (EVP)

The EVP directs analytic efforts in specific research areas and integrates these resources into specific projects. The EVP also has day-to-day control over VPs, SCs, SAs, analysts and consultants. The EVP serves as the direct client contact and evaluates the level of service required in each situation. An EVP must be able to communicate to clients complex economic scenarios and assist the clients in developing conclusions based on the economic data. Minimum education requirement is master's level education in business or economics, and this position requires at least 20 years of industry experience.

Category: Senior Vice President (SVP)

The SVP has responsibility for day-to-day supervision of projects. In other organizations, this position is also called a "senior project manager." The SVP coordinates resource allocations within and among projects and provides assistance in specific analytic areas. The SVP also configures end products and reviews completed work. An SVP must be able to identify critical issues for clients, organize the resources necessary to solve the problems, and communicate conclusions to clients. Minimum educational training is master's level education in business or economics, and this position requires at least 15 years of industry experience.

Category: Vice President (VP)

The VP works with other project participants and through training or experience provides guidance to SCs, SAs, consultants and analysts. In other organizations, this position might be known as a "project manager." The VP is also an integral participant in the research and analytic aspects of projects. Minimum educational training includes master's level academic work in business or economics, and the position requires at least 10 years of industry experience.

Category: Senior Consultant/Senior Analyst (SC, SA)

SCs and SAs are primarily responsible for project implementation, research, analysis and project execution. SAs have specific commodity responsibility and SCs have specific project responsibilities. Minimum educational training includes bachelor's level academic work in business or economics, and the position requires at least five years of industry experience.

Category: Consultant/Analyst

These individuals are primarily responsible for assisting SCs, SAs, VPs and SVPs in project implementation and execution. Minimum training includes bachelor's level academic work in business or economics. Industry experience is helpful, but this position can be filled with a candidate directly from a college or university.